

Message Text

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SUBJECT: PHARMACEUTICALS PRODUCTION EQUIPMENT

REF: (A) USDOC 06767, B(B) WARSAW 2635, (C) USDOC 08218

1. THERE IS GREAT INTEREST IN POLAND IN PRODUCTION AND RESEARCH EQUIPMENT IN THE PHARMACEUTICAL FIELD, ACCORDING TO THE MINISTRY OF CHEMICAL INDUSTRY AND "POLFA", THE POLISH ASSOICATION OF THE PHARMACEUTICALS INDUSTRY. BOTH ORGANIZATIONS HAVE EXPRESSED AN ACTIVE INTEREST IN PARTICIPATING IN THE BEWT-SPONSORED TSS SCHEDULED FOR SEPTEMBER. RESEARCH AND PRODCUTION IN THE FIELD OF ALKALIS AND ANTIBIOTICS APPEARS TO HAVE THE BEST MARKET POTENTIAL.

2. INFORMATION PERTAINING TO THE SUBJECT TSS WAS OBTAINED AFTER THE CLOSING OF "SALMED 76", POZNAN'S FIRST INTERNATIONAL FAIR DEVOTED EXCLUSIVELY TO MEDICAL TECHNOLOGY. OF TWENTY COUNTRIES AND 180 PARTICIPATING FOREIGN FIRMS, TWO-THIRDS WERE FROM THE U.S. AND WESTERN EUROPE. AMONG THE WELL KNOWN U.S. FIRMS REPRESENTED AT SALMED WERE: BECKMAN INSTRUMENTS, GENERAL ELECTRIC MEDICAL DIV., HEWLETT PACKARD, 3M (EAST), PICKER INTERNATIONAL CORP., PRECISION SYSTEMS, INC., ABBOTT LABS, BAKER INSTRUMENTS

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DIV., CORNING MEDICAL DIV., NUCLEAR CHICAGO CORP., ORION

RESEARCH, TECHNICON, PACKARD INSTRUMENTS, AND UNION CARBIDE.

3. THE SALMED FAIR CONSTITUTED A FORUM FOR SURVEYING THE CURRENT STATE OF MEDICAL PHARMACEUTICAL TECHNOLOGY, THE EXCHANGE OF EXPERIENCE AND KNOW-HOW, THE EXTENSION OF INTERNATIONAL CONTACTS, AND THE DEVELOPMENT OF INDUSTRIAL COOPERATION AND BILATERAL TRADE IN THE MEDICAL/PHARMACEUTICAL FIELD. A GREAT INTEREST ON THE PART OF MANY VISITING POLISH SPECIALISTS WAS DISPLAYED DURING THE FAIR. OF THE TEN THOUSAND POLISH VISITORS SOME 40 PERCENT WERE HEALTH, PHARMACEUTICAL, AND MEDICAL SERVICE PERSONNEL, WHERE AS THE OTHER 60 PERCENT WERE REPRESENTATIVES OF TECHNICAL FIELDS, PRIMARILY ELECTRONICS ENGINEERS AND TECHNICIANS.

IN ADDITION, SOME 500 FOREIGN SPECIALISTS VISITED THE FAIR.

4. AN INTERNATIONAL TECHNICAL CONFERENCE ENTITLED, "THE PART SCIENCE AND TECHNOLOGY PLAY IN HUMAN HEALTH AND ITS LIFE PROTECTION" HELD DURING THE FAIR, LED TO CLOSER RELATIONSHIPS AND BETTER UNDERSTANDING. ONE OF THE LARGEST CONTRACTS WAS CONCLUDED DURING THE FAIR BY TECHNICON FOR THE DELIVERY OF BLOOD-ANALYZERS. THE VALUE OF THE CONTRACT WAS 250,000 US DOLLARS.

5. THE POLISH PHARMACEUTICAL INDUSTRY MAINTAINS CLOSE AND ACTIVE CONTACTS WITH A NUMBER OF U.S. FIRMS. BEST KNOWN ARE: SQUIBB, ABBOTT LABORATORIES, PFIZER, RIKER LABORATORIES, AND ELI LILLY PHARMACEUTICALS THE LATTER RECENTLY APPLIED FOR A LICENSE TO OPEN AN OFFICE IN WARSAW.

6. IN RESPONSE TO REF. C, THE CHIEF CARDIOLOGIST IN POLAND IS DR. TADEUSZ KRASKA, HEAD OF THE POLISH INSTITUTE OF CARDIOLOGY.
DAVIS

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